DEPARTMENT OF INDUSTRY

ANNUAL REPORT

1988 - 1989

PARVA SUB INGENTI

PRINCE EDWARD ISLAND

Lieutenant Governor of Prince Edward Island

The Honourable Lloyd G. MacPhail

May it please your Honour:

I have the honour to submit, herewith, the Annual Report of the activities of the Department of Industry, for the period April 1, 1988 to March 31, 1989.

Your obedient servant,

Robert Morrissey
Minister

PRINCE EDWARD ISLAND
CANADA

DEPARTMENT of INDUSTRY
Shaw Building
P.O. Box 2000
Charlottetown
C1A 7N8

Office of the Deputy Minister

Honourable Robert Morrissey
Minister
PEI Department of Industry
P. O. Box 2000
Charlottetown, PEI
C1A 7N8

Dear Mr. Morrissey:

It is my pleasure to submit the PEI Department of Industry's Annual Report for the 1988-89 fiscal year. The Department continues to offer a broad range of programs and services to meet the needs of Island employers and employees.

The 1988/89 year saw the establishment of the Business Institute in conjunction with the University of Prince Edward Island and other Atlantic universities. This Institute provides Island entrepreneurs and potential entrepreneurs with a one-stop counselling and information service. This service will be of great benefit to entrepreneurs in their efforts to establish or expand a business. It will become fully operational in the 1989/90 fiscal year.

An Advisory Council on Science and Technology was established in 1988/89 and was charged with the responsibility for providing advice to Government on Science and Technology matters. The Department is very pleased to have Dr. Regis Duffy to chair the Council. Also, the Department will be establishing a Free Trade Advisory Committee during the next fiscal year.

This year marked the 25th anniversary of the Apprenticeship Program on PEI. A very successful anniversary celebration was organized with plaques and awards being provided to numerous apprentices, tradespersons, and administrators. This important program will continue to provide highly qualified tradespersons to meet the needs of Islanders.

In addition, the Department provided a new Community Economic Development Support Program as well as a Co-op Organization Support Program designed to facilitate economic development throughout the Province.

We will continue to provide quality programs and services to assist Island employers and employees in achieving their economic and work opportunities.

Sincerely yours,

Ginger Breedon

TABLE OF CONTENTS

	Page
Deputy Minister's Letter	i
ADMINISTRATION DIVISION	1
Administration	1
Trade Policy and Economic Analysis	1
COMMUNITY ECONOMIC DEVELOPMENT DIVISION	4
Introduction	4
Regional Reports	4
West Prince Regional Services Centre	5
Evangeline Regional Services Centre	8
East Prince Regional Services Centre	9
Eastern Kings Regional Services Centre	10
Southern Kings & Queens Regional Services Centre	12
Other Divisional Activities	14
Area Industrial Commissions	14
Native Economic Development	15
Community Economic Development	16
Tables:	
1. Regional Services Centres -Client Statistics	20
2. Other Services Provided	22
Map - Regional Services Centre Boundaries	23
French Secretariat	24
HUMAN RESOURCE DEVELOPMENT DIVISION	25
Adult & Continuing Education	26
Joint Federal/Provincial Labour Market Needs Com	28
Apprenticeship and Industrial Training	28
Table 3 - Trades	30
Research and Analytical Services	31
POLICY AND PLANNING DIVISION	34
SMALL BUSINESS DEVELOPMENT DIVISION	35
Business Development	36
Small Business Research	38
Industrial Services	39
Small Business Enhancement Program	39
Youth Business Start Program	41
Table 4-Sm. Bus. Counselling Service Act. Rept	42
Table 5-Sm. Bus. Enhancement Program (April 1, 1988 - March 31, 1989)	45
Table 6-Sm. Bus. Enhancement Program (May 25, 1984 - March 31, 1989)	45
Industrial Development Sub-Agreement (ERDA)	46
APPENDIX A	
Expenditures	49
Revenues	55

ADMINISTRATION DIVISION

ADMINISTRATION

The approved operating budget of the Department for the fiscal year ended March 31, 1989, was $14,658,400. Actual expenditures during the year amounted to $15,915,206. This increase in expenditures resulted from two main areas; 1) earlier advancement of Government funds to the 1991 Canada Games Host Committee, and 2) additional expenditures under the newly signed Federal/Provincial French Language Training Agreement.

The approved revenue budget estimate for the fiscal year was $6,650,300. Actual revenue received amounted to $7,377,715. This additional revenue resulted primarily from two main areas; 1) a Federal Science and Technology Grant, and 2) Federal revenue from the French Language Training Agreement.

A detailed financial breakdown of expenditures and revenue can be found in Appendix A.

The total staff complement at March 31, 1989, was 71 employees (54 permanent full-time, 1 Executive, 1 contract, 1 full-time relief, 4 full-time temporary, and 10 full-time seasonal). Figure "1", on reverse side, presents the Departmental "Organizational Chart" in Division and Section form.

Primary functions carried out by the Administration Section included accounting, personnel, budgeting, inventory control, management and administrative support services.

TRADE POLICY AND ECONOMIC ANALYSIS

The Director of Trade Policy and Economic Analysis position was created in 1988. It encompasses trade and procurement policy responsibilities formerly carried out by the Provincial Trade Negotiations Secretariat, the Department of Industry, and the P.E.I. Development Agency and assumes new duties in the area of economic analysis. The creation of this position is in recognition of the increasing trade orientation of the Canadian and Prince Edward Island economies, the escalating workload at the staff level resulting from a broad array of trade and procurement policy initiatives and the growing provincial role in the formulation of national trade policy. Specific responsibilities are:

1. The coordination of Free Trade Agreement related activities including:

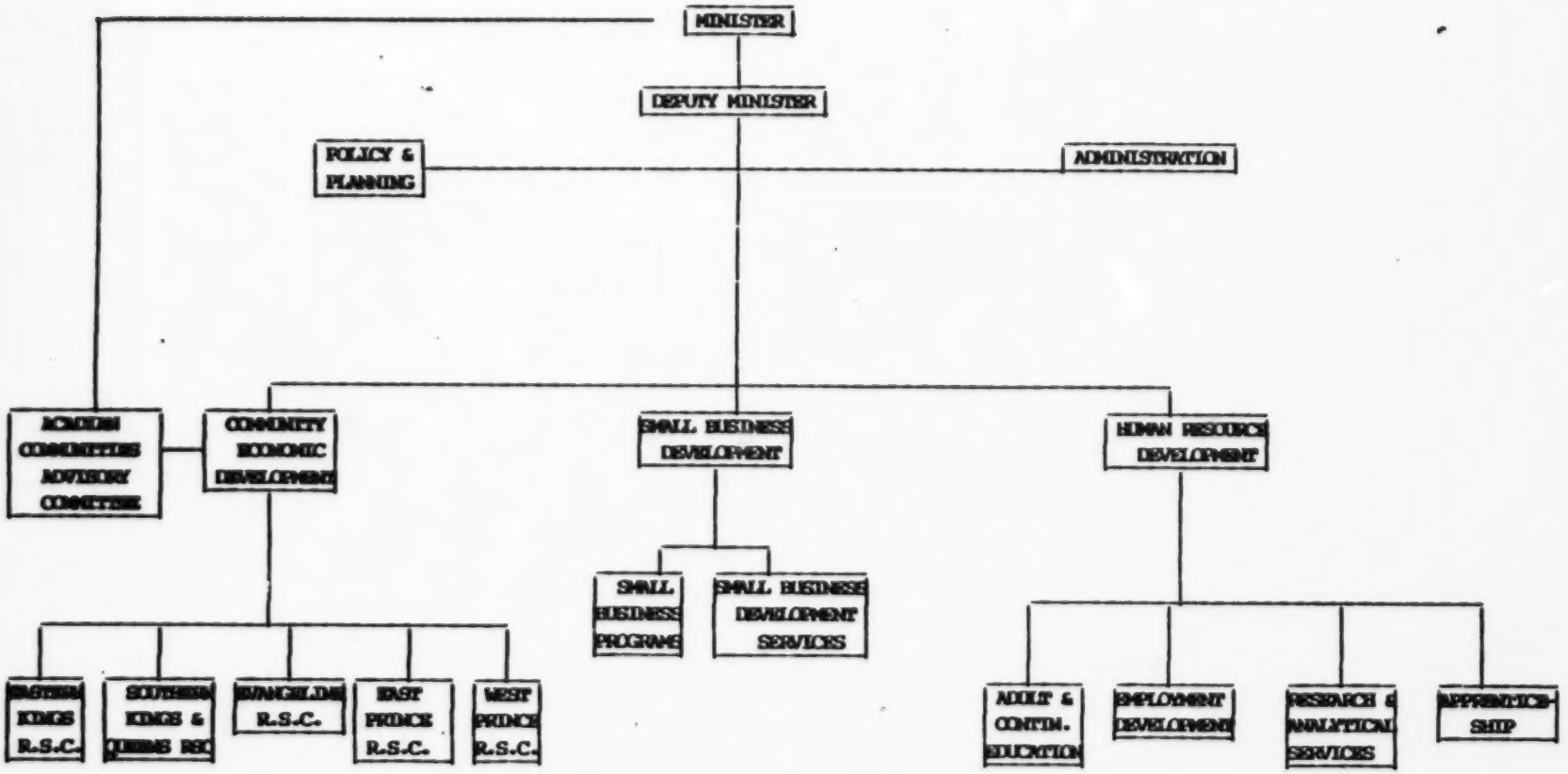
    a) the operation of a Free Trade Office on a part-time basis,

ORGANIZATIONAL CHART

Figure 1

DEPARTMENT OF INDUSTRY

31 March, 1989



b) participation in Federal/Provincial meetings of the Committee on the Free Trade Agreement (CFTA).

2. The coordination of study and activity related to the Uruguay Round of Mulitlateral Trade negotiations and other GATT issues, including:

   a) participation in the Federal/Provincial Committee on Multilateral Trade Negotiations (CMTN).

3. To work towards expanding the Province's international and interprovincial trade including:

   a) the establishment of an annual review process for provinical trade development efforts,

   b) monitoring and advising appropriate departments of trade opportunities and irritants,

   c) participation in processes attempting to improve interprovincial trade such as the Federal/Provincial "Task Force of Officials on Internal Trade".

4. To participate in processes established to improve Government Procurement practices, including national and regional efforts to reduce interprovincial barriers so as to create procurement opportunities for P.E.I. firms.

5. To conduct economic studies and to analyze reports as required.

COMMUNITY ECONOMIC DEVELOPMENT DIVISION

Introduction

This Division acts as a catalyst for the promotion of stronger Island communities. Staff are located in Charlottetown and in five Regional Services Centres across the Island. During the reporting period, responsibilities of the Division included:

- assisting community development organizations develop local resources and access programs, especially in their efforts to create jobs;
- administering the Regional Services Centres and delivering regional government services;
- co-ordinating government response to community development initiatives;
- delivering the Community Economic Development Program in cooperation with the Small Business Division;
- administering the Area Industrial Commission Subsidiary Agreement in co-operation with the Atlantic Canada Opportunities Agency;
- assisting native people and native groups develop their resources;

REGIONAL REPORTS

This section summarizes activities and statistics in each of the geographic regions of the Division (see map). A few highlights for the 1988/89 year follow.

West Prince Regional Services Centre Region

Service delivery activities at the West Prince Regional Services Centre are summarized as follows:

New Services:

- Provincial Department of Fisheries Officer - 1 day per week;
- Revenue Canada - 1 day per week March & April;
- Migratory Bird Permits now issued;
- Lottery Licenses with prize value $250 or less issued;
- Jobs Registry Co-ordinator (part-time);
- Residential Rental Property Division - 1 day per month.

Other:

- Administrator & clerical staff assisted 20,900 clients and handled 92,300 phone calls which involved assistance in filling out forms, selling licenses, and permits, answering inquiries for Federal & Provincial departments not located at the Centre and entering data re: Jobs Registry Program.

- Two computers were acquired. Two staff were trained on Wordstar 2000 and 2 on Jobs Registry and Industry Program Database.

- Administrative/secretarial support was given to staff in Industry, Community & Cultural Affairs, Labour, Justice, Land Development Corporation, Red Cross, and Advisory Board.

West Prince Community Advisory Board

April 1, 1988 to March 31, 1989, was termed by Board members as the busiest year in the history of the West Prince Community Advisory Board.

It was a year of challenge and change. The Role of Advisory Boards had been under review for a number of years, however, in 1988, Hon. Leonce Bernard met with Boards across the Island and, to the satisfaction of all concerned, a revised Role was adopted by Executive Council. Also, funding under the Community Advisory Board Organizational Support Fund is administered by local Advisory Boards.

As a result of the above, emphasis for Board activities was placed on community awareness, economic development, training and promotion of West Prince. A number of conferences and seminars were hosted/sponsored as follows:

- Provincial Economic Development Conference, co-hosted by the Department of Industry and four Advisory Boards, with 119 representatives from organizations and municipalities participating;

- A local Community Economic Development Conference which attracted 62 delegates. The theme was "Living, Working, Growing in West Prince";

- Tourism Seminar, organized by the West Prince Tourist Association, 45 tourism representatives participated. Part of the seminar was devoted to developing an image to suit West Prince;

- "Community Awareness Week" was proclaimed March 26-31 to recognize Island men and women who volunteered their time to local organizations;

- In conjunction with Community Awareness Week, the West Prince Board hosted an Open House at the West Prince Regional Services Centre to educate the public on various programs provided, and a profile on each Advisory Board member was published in the *Journal Pioneer*, along with Board achievements;

- "Management of Meetings" Seminar with Bea Mair from the Leadership Institute was sponsored. Emphasis was on conducting effective meetings. Sixteen community leaders registered.

Projects:

- S.A.R.S.: Training and work experience provided to Social Assistance Recipients;

- Job Entry: 26 youth between ages 16-24 received Life Skills and on-the-job training;

- Seniors' Home Repair Project: 42 seniors' homes completed under program;

- Montrose River Watershed & Ragwort Project - Challenge '88: A study of the Agricultural practice on the Montrose River (water samples, livestock population and farm count, non farm & cottages);

- Jobs For Youth: 2 youth assisted on Seniors' Home Repair;

- Tour: A number of members participated in a tour of the Maritime Co-op Distribution Centre, McEwen Centre and Co-op Housing Development, hosted by Maritime Co-op. The Co-op Housing Development was of special interest as the Board is working with Canada Mortgage & Housing to determine the feasibility of such a project for West Prince.

Community Development Activities

The following is a description of Community Economic Development activities in the West Prince area during 1988/89. A significant development impacting the area was the extension of the West Prince Area Industrial Commission boundaries to Tyne Valley.

Together with local development organizations, the Community Economic Development Division has played an active role. Approximately 125 meetings were attended by division staff.

Through the Community Economic Development Program, $508,000 in loans were issued with several major projects in the works. In May 1988, the West Prince Industries Centre opened and in June, North Cape Restaurant & Interpretive Centre also opened. In addition, $150,000 was provided to community projects through the Strategic Community Initiative Program.

A close working relationship was continued with the West Prince Chamber of Commerce. This organization was provided support through the Department of Industry.

Information meetings were held with several municipalities focusing on community development issues and the extension of the Area Industrial Commission boundary lines. In addition, many meetings were held with various community organizations with planning and financial assistance being provided. Management and administrative support was provided to the following groups:

- Western Advisory Council
- West Point Development Corporation
- Alberton Lions Club
- Village of the Earth Co-op
- West Prince Area Industrial Commission.

A local Economic Development Conference was held in March providing a forum for local input on future community development.

Some projects assisted were:

- Alberton Bowling Alley & Community Centre Planning
- Green Park Development
- West Point Lighthouse Expansion
- Mill River Fun Park Expansion
- Westway Leather Ltd.

Evangeline Regional Services Centre Region

- The conference room was used extensively for community group meetings;
- Canada Mortgage & Housing Corporation provided services on a monthly basis;
- Tourism & Parks now have a full-time employee at the Centre working closely with the Evangeline Tourist Association;
- The Red Cross Community Support Program operated out of the Centre;
- The Centre provided 148 hours of community administrative support along with the usage of its facilities for community groups;
- The Centre co-ordinated arrangements to open a satellite office in Tignish. An information secretary (bilingual) was hired and an office renovated.

Evangeline Community Advisory Board

- The Advisory Board realizes the benefits of volunteer groups being active in our community and concentrated their efforts on organizing and training our many volunteers;
- A new structure of the Advisory Board was introduced enabling the Board Members to be more representative of the many sectors of the community;
- Twenty delegates from the community attended the Provincial Conference on Community Development in Mill River;
- Three breakfast meetings were organized for all entrepreneurs and interested people in the area;
- A public speaking course was sponsored by the Board with 12 participants enrolled;
- The Board also sponsored a Provincial Contribution to Seniors Program jointly with C.E.I.C.;
- A meeting was held and correspondence sent out to lobby for a Federal Services Centre in the area. Also, efforts were made to bring in more part-time provincial government services to our Centre;
- The Advisory Board played a key advisory role in setting up our satellite office in Tignish.

Community Economic Development Activities

- The Regional Coordinator assisted various community organizations with their activities and business plans;

- A "Festival of Events" was organized during Co-op Week and other community development activities during Small Business Week on P.E.I.;

- Input was given for a filming project on community development in the Evangeline area;

- A total of ten local entrepreneurs were assisted by the Regional Coordinator for application to various government assistance programs;

- The Regional Coordinator acted as resource person for different activities at school and for other community groups.

East Prince Regional Services Centre Region

Service delivery activities in East Prince included the addition of the following staff positions:

- Occupational Health & Safety Officer serving East & West Prince,

- Craft Development Officer (Bilingual position) responsible for promoting Island crafts,

- Cultural Development Officer (Bilingual) part-time position in this Centre,

- Creation of Secretarial position,

- Vacant receptionist position was designated bilingual and filled through competition.

Particular emphasis was spent on computer training over the past year. Three staff received training on the Jobs Registry Program and in Wordstar 2000. Business Development Officer and Apprenticeship Training Officer also received initial training on Industry Program Database.

Community Development Activities

It has been an active year for the Community Economic Development Division in East Prince for the fiscal year 1988/89. Several significant developments have occurred. Highlighting the year was the formation of a new community development group, the East Prince Area Industrial Commission. In addition, the announcement of a proposed fixed link has activated a number of organizations.

The Community Economic Development Program provided assistance to the Greater Summerside Area Industrial Commission for its planned incubator mall. Projects were assisted for $140,000 under the Program.

The Community Economic Development Division assisted the formation of several groups including the Acadian Purchase Trust, the Borden/Carleton group, the Central Bedeque Business Committee, The Friends of Lucy Maude Montgomery School and played the lead role in forming the East Prince Industrial Commission. Staff of the Community Economic Development Division attended many meetings with municipalities, Community Economic Development groups and other groups in the area.

Provision of management and administrative support was given to the following groups:

- Western Advisory Council,
- East Prince Area Industrial Commission,
- Greater Summerside Area Industrial Commission,
- Kensington Area Industrial Commission,
- Kinkora Area Industrial Commission,
- Borden/Carleton group,
- Friends of Lucy Maud Montgomery School,
- Borden/Tormentine Fixed Link Committee,
- Central Bedeque Business Committee,
- Summerside Waterfront Development Corporation.

Some projects assisted were:

- Scales Pond Project,
- Acadian Land Purchase Trust,
- Lucy Maud Montgomery School,
- Summerside Incubator Mall,
- Cobi Food Industry Centre,
- Island Hay and Straw Co-op.

Eastern Kings Regional Services Centre

Service delivery activities in the Eastern Kings Regional Services Centre included:

- Full-time speech therapy services were established;

- Provincial Fisheries & Federal Agriculture established part-time offices at the Centre;

- Staff formed an internal Occupational Health & Safety Committee to deal with the air quality and humidity concerns experienced by staff at the Centre;

- A space proposal was prepared and forwarded to indicate the need for additional space at the Centre;

- Department of Industry staff were trained on the Job Registry Program and assisted employers and employees with their applications, as well as entering the information on the computer;

- Department of Industry clerical staff provided secretarial services to the following: Community & Cultural Affairs, Labour, Justice, Red Cross, Advisory Board as well as the Department of Industry personnel;

- Industry staff provided the public with a variety of licenses, as well as assisting to explain or complete various federal and provincial applications.

Eastern Kings Community Advisory Board

- The Board initiated a training session for High School graduates at Souris & Morell High Schools, consisting of preparing resumes, job applications and preparing for interviews.

- Assisted the Eastern Kings Arena to complete a design for the expansion of their present facility.

- Provided financial support and encouragement for the Eastern Kings Arts Council to participate in Festival of the Arts Week. (This was the first year of operation for the Arts Council.)

- In conjunction with the Tourism Association, Area Industrial Commission and local operators, an accommodations brochure was prepared.

- Co-sponsored the "Making It Work" Economic Development Conference in Mill River.

- Sponsored a local development conference in Morell as a follow-up from the Mill River Conference.

- Acted as a liaison with Government in concerns at the Regional Services Centre, i.e. space and air quality.

- Promoted government services in the Morell area with the assistance of a ten-week project worker.

The Board addressed the following issues and problems:

- The need for a Regional Cultural Centre;
- The future of the Souris Dance Academy;
- Poor lighting in the Souris West Sub-division;
- Monitor the Cable Head/Greenwich situation; use of the red flag for the clam bed adjoining the Souris River Causeway; and the Fortune dump. Lobbied for the services of a speech therapist;
- Maintenance of access roads to subdivisions;
- Reduction of electricity rates;
- Improving the conditions of highways;
- Monitored the Dundas School enrollment issue;
- Promoted the creation of a community care facility in Eastern Kings;
- Welcomed a variety of new tourism organizations and facilities;
- Promoted the establishment of a Home Repair Project for seniors;
- Presented a brief to the Royal Commission on the land.

<u>Southern Kings & Queens Regional Services Centre</u>

- Provincial Fisheries established part-time offices at the Centre;
- Department of Industry staff were trained on the Job Registry Program and assisted employers and employees with their applications, as well as entering the information on the computer;
- Support staff continued to serve the public by handling requests for over 120 program applications for both Provincial and Federal governments.

Southern Kings & Queens Community Advisory Board

- Unsightly Structures Project: Two Section 38 projects were sponsored, totalling $23,000 and employing seven people.

- Seniors Home Repair Project: The C.E.I.C. Job Development Program provided $130,000 and P.E.I. Housing Corporation provided $40,000.

- Student Study Project: Two students were provided through the Jobs for Youth Program. They carried out three activities:

  i) study on abandoned rail line for community use;

  ii) study on utilization of support facilities at Wood Islands Ferry terminal;

  iii) area business listing update.

- Seminars and Conferences:

  i) A delegation attended the Provincial Mill River Economic Development Conference.

  ii) A Southern Kings & Queens Regional Development Conference was hosted.

  iii) An information seminar on programs available to fund community projects was held with over 60 people in attendance.

  iv) Three training sessions related to marketing concepts were conducted for volunteers.

- An Information Service was provided to the community and to organizations serving the community:

  i) set up of a resource library in the Services Centre to include books and videos on funding, development and organizational skills;

  ii) establishment of a community newsletter, "South East Scene", and a mailing list of 130 organizations;

  iii) maintenance of a mailing campaign of Government programs and articles of interest to community development for area residents.

- Murray River Tourism Association was assisted to plan a project for an interpretive seal-viewing station.

- Cardigan Community was assisted to assess development opportunities.

- An Assessment of Holland College Programs implementation in the region was carried out (their impact and recommendations).

- Liaisons with the R.C.M.P. were established to advise on police services throughout the region.

- Professional design assistance was provided to Selkirk Park "Pool and Family Reunion Centre".

- A Signage Program was established. A prototype sign was designed and a program developed to encourage communities to have a floral approach to beautifying their areas.

- Prepared a proposal with the Unit 4 School Board on "Drug Awareness". The proposal has been submitted to Health & Welfare Canada under the National Drug Strategy.

Other Divisional Activities

Other divisional activities included general management of the Division and special projects. Highlights included assisting in the implementation of a French Services Agreement and the Co-operative Development Strategy.

The Department provided a grant of $40,000 to assist the Co-operative Union of P.E.I. undertake various development initiatives. The Co-operative Development Section directly assisted a number of development projects including the Spry Point Co-op, North Lake Fish Co-op and others.

During the year, work was launched on a film project on community entrepreneurs in partnership with A.C.O.A. and the National Film Board. The film, a 30 minute production, should be complete in the spring of 1990. Work also commenced on a Co-op History of P.E.I. in co-operation with the Institute of Island Studies.

Area Industrial Commissions

During the 1988/89 fiscal year, the Department of Industry administered year 4 of a five year Industrial Commission Sub-agreement with the Atlantic Canada Opportunities Agency. This year's agreement provided a 60 percent administrative support contribution to the Islands Area Industrial Commissions. Each Commission proposed development plans for its area and was awarded operational contributions as follows:

Active Commission	Operational Grant 1988/89 60% Contribution
West Prince Area Industrial Commission	36,500
Baie Acadienne Industrial Commission	27,000
Greater Summerside Area Industrial Commission	32,400
Kensington Area Industrial Commission	20,300
Charlottetown Area Industrial Commission	12,500
Three Rivers Area Industrial Commission	30,000
Souris Area Industrial Commission	27,000

The Area Industrial Commissions were active in the promotion and encouragement of Economic Development in their areas. The most significant event was the creation of a new Area Industrial Commission encompassing the municipalities East of Summerside. Also, the West Prince Area Industrial Commission extended its boundaries to include Tyne Valley and Ellerslie/Bideford.

Areas of activity included several major project implementations. The Commissions continued to play an important role in assisting and counselling small businesses, working with other community organizations in the promotion of their area.

Highlighting this year's activities, the West Prince Commission opened the North Cape Restaurant and Interpretive Centre, expanded the Mill River Fun Park as well as providing assistance to several local development projects. The Greater Summerside Commission purchased the former John Deere Property and is presently renovating the building into an Incubator Mall. Souris Area Industrial Commission established Colville Training and continues to be active in promoting tourism and other sectors of the local economy through trade fairs. All Commissions have played an active role in promoting their areas and assisting local entrepreneurs. Through the Industrial Commissions, many feasibility studies were undertaken in a wide variety of fields.

Native Economic Development Report

During 1988/89, the Community Resource Officer, Native Economic Development, made several presentations to groups and organizations on P.E.I. who wanted to learn more about the culture of the Micmac people. Listed below are the groups which were visited:

- University of P.E.I., David E. Weale's class on Atlantic Canada, 250 students attended this session;
- Trinity United Church, Summerside, P.E.I.;
- Prince Street Elementary School, 13 sessions;
- West Prince Christian Council;
- Summerside Christian Council;
- Glen Stewart School;
- Lucy Maud Montgomery School;
- Sherwood School.

A Cultural Awareness presentation was made to the Summerside Y's Mens Club.

A meeting was also set up for the Lennox Island Band Council, Secretary of State and Communication Department in reference to a Micmac Museum.

Micmac Legends of P.E.I. was written by the Community Resource Officer for the Lennox Island Band Council.

Several meetings took place with Chief Jack Sark in reference to Economic Development Projects. The Officer has worked closely with Minegoo Indian Arts and Crafts Society of P.E.I.

The Community Resource Officer drew up Constitution and By-Laws for the Micmac Off-Reserve Council.

The Officer has been shared with Secretary of State and performed the following services:

- Co-ordination of National Citizenship Week events with government and community representatives;

- Organization and promotion of March 21st, the International Day for the Elimination of Racial Discrimination;

- Provision of technical assistance to community groups in order to access multicultural, native & voluntary action funding;

- Provision of support for the organization of Canada Day, 1989.

Community Economic Development Program

The Community Economic Development Program in 1988/89 proved extremely popular to non-profit economic development organizations.

The program was extended and expanded allowing greater participation by cooperatives through a loan guarantee for equity requirements for worker Co-ops. An additional $2 million was allocated to the program, through the PEI Development Agency for the purpose of providing loans.

The following projects were approved during 1988/89:

Western Area

Project	Sponsor	Loan Principal	4 Year Interest Rebate	* #Jobs Created
Hay Marketing Business	Island Hay and Straw Co-op New Glasgow	55,000	13,750	3
West Prince Blueberry Harvesters	West Prince Blueberry Co-op Assoc.	48,000	12,000	2
Incubator Mall	Greater S'Side Area Industrial Comm.	85,000	17,500	4
LeVillage Motel	Acadian Pioneer Village Co-op Assoc.	N/A	44,000	8
Alberton Bowling	Alberton Lions Club	200,000	50,000	8
Eastern Area				
St. Peters Park Swimming Pool	St. Peters Village Commission	50,000	12,500	2
Vernon River Co-op Renovations	Vernon River Co-op Assoc.	N/A	9,657	2
Morell Bowling & Club Rooms	Morell Legion	181,250	44,313	6
Construction & Maintenance Project	Native Council of P.E.I.	100,000	25,000	3
Incubator Mall	Souris Industrial Commission	60,000	15,000	10
Montague Day Care	Community Child Care of Eastern P.E.I. Inc.	60,000	15,000	4
TOTAL APPROVED PROJECTS		839,250	258,720	52

*For the purposes of this program, one job is defined as 40 person weeks of employment.

Strategic Community Development Program

This program is a seed capital fund to facilitate projects identified by the Area Industrial Commissions as being significant to the development of the local economy.

Table

Strategic Community Development Program listing of approved projects -

Project and Sponsor	Amount Approved & Approval Date
Western Area	
Acadian Pioneer Village #1 Baie Acadien Industrial Commission	$ 25,000 June 14, 1988
Acadian Pioneer Village #2 Baie Acadien Industrial Commission	$ 75,000 Jan. 26, 1989
Mill River Fun Park West Prince Area Industrial Commission	$ 30,000 April 21, 1988
West Point Historic Lighthouse West Prince Area Industrial Commission	$ 50,000 April 21, 1988
Green Park Development West Prince Area Industrial Commission	$ 44,500 Nov. 10, 1988
Prince County Exhibition Association	$ 5,000 Nov. 1, 1988
North Cape Interpretive Centre West Prince Area Industrial Commission	$ 80,000 April 21, 1988
West Way Industries West Prince Area Industrial Commission	$ 20,000 April 21, 1988
Cedar Dunes Tourism Centre West Prince Area Industrial Commission	$ 13,500 Dec. 16, 1988
Lucy Maud Montgomery School House East Prince Area Industrial Commission	$ 12,000 Dec. 19, 1988
TOTAL APPROVED	$355,000

Table

Project and Sponsor	Amount Approved & Approval Date
Eastern Area	
Souris Incubator Mall Souris Area Industrial Commission	$ 75,000 July 11, 1988
St. Peters Community Pool Souris Area Industrial Commission	$ 10,000 July 11, 1988
Spry Point Ark Co-op Souris Area Industrial Commission	$ 20,000 July 11, 1988
Rollo Bay Fiddle Festival Souris Area Industrial Commission	$ 5,000 July 11, 1988
East Point Lighthouse Souris Area Industrial Commission	$ 10,000 July 11, 1988
North Lake Tourism Park Souris Area Industrial Commission	$ 5,000 July 11, 1988
Morell Bowling Alley Souris Area Industrial Commission	$ 15,000 July 11, 1988
Basin Head Museum Souris Area Industrial Commission	$ 10,000 July 11, 1988
Pinette Raceway Three Rivers Industrial Commission	$ 5,000 Sept. 21, 1988
Montague Pedestrian Project Town of Montague	$ 50,000 Sept. 21, 1988
Garden of The Gulf Museum Three Rivers Industrial Commission	$ 30,000 Sept. 21, 1988
Belfast Tourism Pool Three Rivers Industrial Commission	$ 10,000 Sept. 21, 1988
Three Rivers Mall Three Rivers Industrial Commission	$ 50,000 Sept. 21,1988
TOTAL APPROVED	$295,000

TABLE I

DEPARTMENT AND AGENCIES REPRESENTED AT REGIONAL SERVICES CENTRES - CLIENT STATISTICS

April 1, 1988 to March 31, 1989

DEPARTMENTS	WEST PRINCE		EAST PRINCE		EASTERN KINGS		SOUTHERN KINGS & QUEENS		EVANGELINE	
	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS
Full-Time:										
Agriculture	2,177	8,704	2,879	8,679	2,123	8,314	2,598	6,354	2	2
Canada Employment Centre	8,716	24,810			19	670	326	746	11	32
Artificial Breeders Ass.		2,775		6,947						
Comm. & Cult. Affairs	665	5,491	1,634	5,677	697	3,338	2,519	10,027	51	41
Highway Safety					15,000	9,786	14,288	6,253		
P.E.I. Housing Corp.	380	3,546	872	5,010	1,315	6,856	1,381	4,214	7	9
Industry	3,747	13,902	2,935	9,768	5,225	15,586	2,703	5,837	2,195	3,031
Labour	74	1,219	178	1,690			936	3,629	3	1
Emergency Measures Organ.			76	2,772						
Land Development Corp.	303	1,581					72	332	2	0
Public Works							555	2,343	9	8
Premier's Office			911	2,369						
Red Cross	272	787			33	208	274	4,433	41	22
Social Services	2,803	30,818			5,475	29,389	5,299	38,527	19	10
Home Care & Support		5,374				7,372				
Tourism									424	1,295
Justice	196	1,401					1,599	4,702	3	3
Veterinary Clinic		1,476								
Part-Time:										
Finance (Taxation)	6	1							9	5
Rentalsman			20	183						
Land Development Corp.					54	90				
Energy & Forestry	32	86			211	676	301	1,108	25	16
Health		messages								
Ventures					75	175				
Fisheries	16	23			26	24	38	54		

TABLE I CONTINUED:

DEPARTMENTS	WEST PRINCE		EAST PRINCE		EASTERN KINGS		SOUTHERN KINGS & QUEENS		EVANGELINE	
	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS	CLIENT VISITS	PHONE CALLS
Addiction Foundation	112	226					196	371		
Lending Authority	messages									
Advisory Board Projects	228	1,412					196	932		
Worker's Compensation	messages				2				6	2
Health & Welfare Canada	243	99	1,341	2,025	408	1,041	390	1,242	13	20
Armed Forces	22	6								
Comm. & Cult. Affairs (Env.)					33	85				
F.B.D.B.	messages		17	45	10	13	2	19		1
Immigration	5									
Employment Develop. Branch	1									
Council of Disabled -(Native & Disabled)	31	221	117	1,488	61	167	85	545		
Dept. Veteran Affairs	170	118	119	127	112	102	129	314		
Members Legislative Ass.					675	1,805	19	59	229	468
Secretary of State									84	114
P.E.I. Dev. Agency			24	284					1	
Canada Morg. & Hous.	152	76	170	385	118	94	115	392	50	24
Education									12	10
Justice			77	494	538	1,567	10	35		
Women's Employment Dev.							58	327		
Civil Service Comm.	97	4	430	136					19	12
Income Tax (Revenue Can.)	73		384	592	15	12			53	24
Member of Parliament					24	38				
Public Health						178				
Industrial Commission					172	1,075				
Miscellaneous	332	80		25	258	2,163			31	106
TOTAL	**20,853**	**104,236**	**12,184**	**48,696**	**32,679**	**90,824**	**34,089**	**92,794**	**3,299**	**5,256**

(fed)

Total Client Visits (5 Centres): 103,104
Total Telephone Calls (5 Centres): 341,806

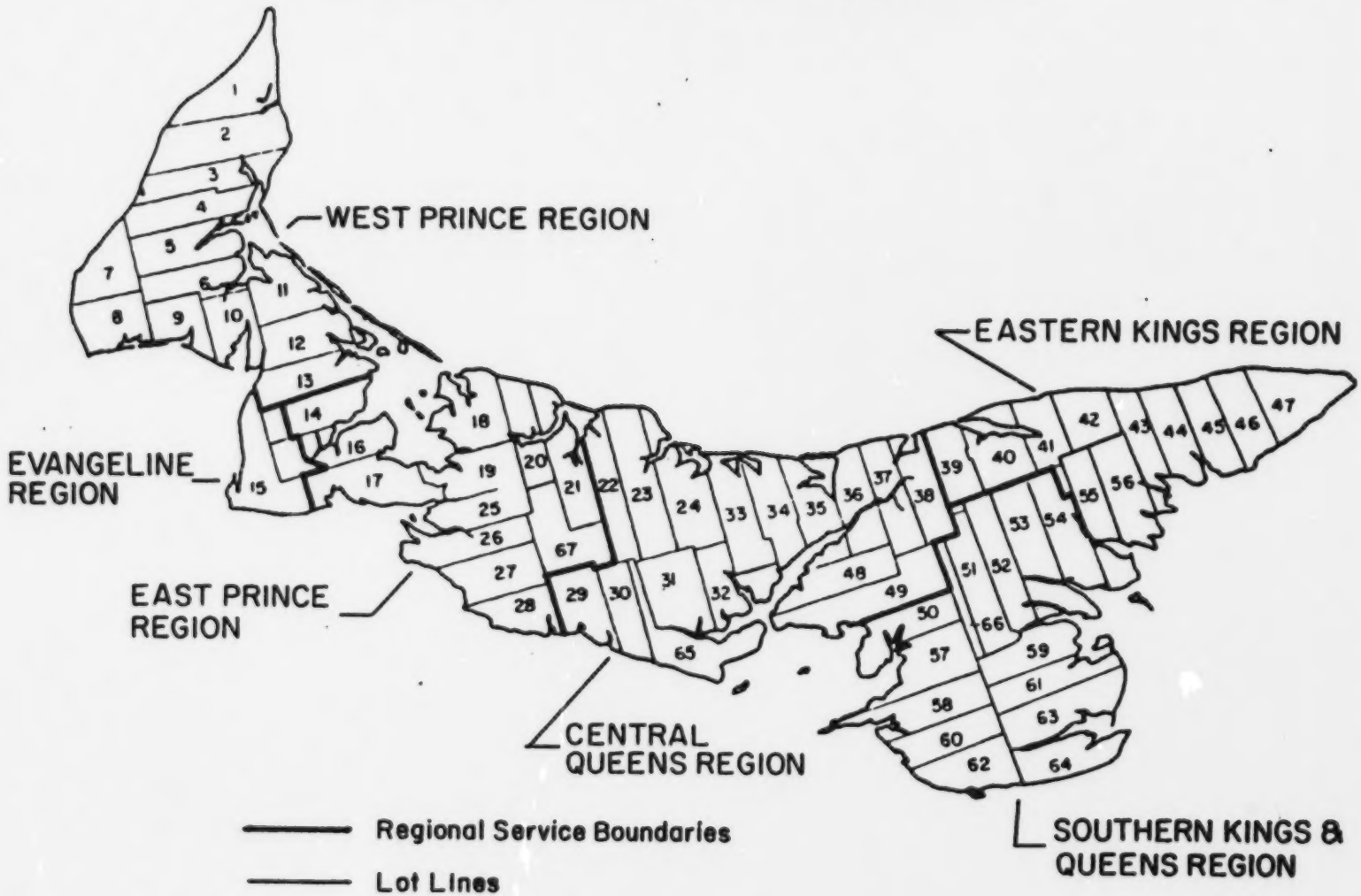
TABLE II
OTHER SERVICES PROVIDED

	WEST PRINCE	EAST PRINCE	EASTERN KINGS	SOUTHERN KINGS & QUEENS	EVANGELINE
- Salmon Licenses	14				
- Trapping Licenses	33	25		101	2
- Firearm Safety Permits	43	45	30	48	1
- Fur Export Permits	65	17	4	81	1
- Night Hunting Licenses	6	3		10	
- Community Meetings	287	142	132	329	146
- Government Staff Meetings	259	535	105	182	36
- Marriage Licenses	93				
- Electrical Applications	781	888		731	
- Building, Mobile & Sewage	*604	681		369	4
- Derelict Car Body Removal	36	8	38	439	
- Audio Visual Loans	171	109	75	86	
- Plumbing Permits		363		153	
- Migratory Bird Hunt. Permits	10	10	15	53	1
- Water Testing Applications	261		185	250	
- Lottery Licenses	21	65			

These are mostly services provided by Community & Cultural Affairs with clerical assistance from the Centre (Industry Staff).

*This figure includes moving permits and sewage inspection reports.

REGIONAL SERVICE CENTER BOUNDARIES



French Secretariate:

The French Services Secretariate was created in June 1988 as an initiative under the agreement on the Promotion of Official Languages. Its purpose is to assist in the implementation of the provinces French Services Policy.

The office is located in the Evangeline Regional Services Centre in Wellington and is staffed by a Director, Secretary, and Translator.

HUMAN RESOURCE DEVELOPMENT DIVISION

The Human Resource Development Division provides training and human resource development programs designed to meet the needs of Prince Edward Island employers and employees. In this respect, the Division works closely with the Canada Employment and Immigration Commission (CEIC) to determine the training needs of employers and employees. In cooperation with CEIC, the Division provided skill training, upgrading, and apprenticeship training for approximately 500 Islanders through the Canada/PEI Training Agreement. During the year, there were 102 new apprentices registered in the Apprenticeship Program. As well, approximately 500 individuals received academic upgrading through Adult Night Classes funded throughout the Province.

To further assist Island employers and entrepreneurs to make the most effecitve possible use of their human resources, the Division continues to offer its human resource planning services. Available to businesses across the Province, regardless of size, these services include:

- providing information on federal and provincial human resource development programs,
- identifying employer and employee training needs,
- acting as a liaison on employers' behalf in arranging training assistance,
- preparing human resource development plans, and
- providing a variety of labour market information.

With continuing changes in the workplace brought about by new technology and demands for more highly skilled workers, there are increasing requirements for higher reading and math levels of employees. Realizing this, the Province is attempting to be increasingly supportive of literacy training initiatives, as we plan for International Literacy Year in 1990.

Computerization of apprenticeship and taining records has increased the capacity of the Division in providing timely information.

Federal/Provincial liaison activities regarding use of unemployment insurance funds for training have been ongoing as Federal training policies change over time. These discussions will continue.

ADULT AND CONTINUING EDUCATION SECTION

Canadian Jobs Strategy - Indirect Purchase Option

A three-year Federal/Provincial Training Agreement signed in June 1986, expired March 31, 1989. This Agreement has been extended by the Federal Government to March 31, 1990, pending negotiations with the Province leading to the signing of a new Agreement. Under the terms of this Agreement, Prince Edward Island received $2,864,009 in 1988/89 for the purpose of conducting training programs for labour market entrants and applicants. Much of the Direct Purchase training is limited to what is approved on a "Designated Occupational Skill Shortages List". This list reflects occupations that are in short supply and are recommended by a local committee and approved at the PEI Regional Office of the Canada Employment and Immigration Commission (CEIC).

The following is a list of some of the training courses offered in 1988/89:

Electro-Mechanical Technology	56 Places
Career Exploration for Women	42 Places
Bricklaying	38 Places
Deck Officer Upgrading	30 Places
Preparation for Vocational Training	30 Places
Silviculture Worker	26 Places
Preparation for Employment	26 Places
Resident Care Worker	20 Places
English as a Second Language	15 Places
Computer Applications Programmer	6 Places
Aquaculture Technician	5 Places

Courses offered in the past were also modified to better address the needs of the labour market and the trainees. In addition to a variety of curriculum changes, entrance requirements were also altered.

The diverse part-time offering for employed workers continues to evolve and develop in order that recent trends and technological developments may be addressed.

Statistical Summary

	1985-86	1986-87	1987-88	1988-89
Student Days	97,566	79,073	65,569	54,7[illegible]
Number of Courses	149	121	89	[illegible]
Courses Cancelled	4	3	2	2
Training Costs	$4,022,164	$3,676,864	$3,010,242	$2,864,009

Adult Night Class Program

The Adult Night Class Program, funded by the Province and delivered by Holland College, provides adults with an opportunity to upgrade their academic achievement level as far as Grade 12 through twice-weekly attendance at evening classes.

An evaluation of the Adult Night Class Program was conducted in 1987/88 by the Research and Analytical Services Section in cooperation with the Adult and Continuing Education Section. Work has begun to implement most of this evaluation's recommendations.

Statistical Summary - Adult Night Class Program

Location	Number of Classes	Total Enrollment	Number of Teachers
Extension West			
Elmsdale	1	17	2
Summerside	5	106	11
Abram's Village	1	12	1
Kensington	3	39	6
Tignish	1	17	1
Sub-total	11	191	21
Extension East			
Tracadie	2	10	1
Sleepy Hollow	1	30	1
Souris	2	22	3
Montague	1	38	1
Charlottetown	4	210	15
Sub-total	10	310	21
TOTAL	21	501	42

Literacy Training

The Province continues to contribute funds to the voluntary Literacy Council of Prince Edward Island toward their work of teaching adults to read and write. These volunteers are to be commended for the generous sharing of their time and talents in this humanitarian endeavour. The Provincial and Federal Governments are presently working together to investigate ways to expand literacy training initiatives in the Province.

Joint Federal/Provincial Labour Market Needs Committee Structure

The Joint Committee structure is the mechanism by which the Provincial and Federal Governments are able to resolve many labour market issues of mutual concern and often of joint responsibility. The Committees deal with such issues as purchases of training courses, immigration, and Federal/Provincial Training Agreement. The Section provides secretariat services and implements the decisions of the Committee.

Training Plan Preparation

The Section liaised with Federal and other Provincial Departments, which have involvement in the training courses the Province co-sponsors with the Canada Employment and Immigration Commission.

Other Projects

Responses were made to inquiries on such human resource issues as training, unemployment insurance, and employment opportunities.

The automated financial management system developed in 1987/88, which records information on previously-offered and current courses, continues to enable staff to more easily determine the payments to be made to training institutions and to more quickly respond to the need for financial reports on course expenditures.

APPRENTICESHIP AND INDUSTRIAL TRAINING SECTION

Apprenticeship Training

The Apprenticeship and Industrial Training Section provides programs and services that address the training needs of adults. In-school training was provided for 206 apprentices in 17 trades. Examinations were conducted and certificates of qualification were issued in twenty trades to 116 successful candidates - 57 of these candidates also received a "Red Seal" emblematic of interprovincial status. See Table 1 for more detailed information.

Examinations administered during the year were as follows:

Type	Number
Pre-Apprentice	70
Block Release for Apprentices	47
Interprovincial for Apprentices	85
Interprovincial for Journeymen	25
Certificate of Qualification	150
Certificate of Achievement	32
Apprentice Module	10
TOTAL	419

Program development activities during the year were as follows:

- Validation of Interprovincial Examinations 12
- Validation of Occupational Analysis 8
- Validation of Canadian Occupations Immigration Brochures 5
- Update of Certificate of Qualification Examinations 4
- Update of Block Exams for Apprentices 6

- The Cook and Motor Vehicle Mechanic Outlines have been updated and published in a revised modular form. End-of-Module examinations have been prepared and will be used to determine apprentice's progress through the training program.

- The computerization of Interprovincial Examinations Pilot Project has been completed. A proposal regarding implementation of the project will be ready for consideration of Provincial/Territorial Deputy Ministers in late summer of 1989.

The year 1988 marked the 25th Anniversary of Apprenticeship on Prince Edward Island. Activities to commemorate this event included the preparation of a promotional video tape and portable information display unit, a reception to honor those who contributed to apprenticeship in the early years, and the usual lapel pins, decals, pens, and brochures.

TABLE 3

TRADES	Apprentices Apr 1/88-Mar 31/89	Apprentices Apr 1/88-Mar 31/89	New Apprentices	Drop-outs	In-School Training	Apprentices Qualified	Others Qualified	Total Certificates Issued To Date	Total Red Seals Issued To Date	Work Permits
Baker	0	0	0	0	0	0	1	1	X	X
Bricklayer	3	4	2	0	3	1	0	48	39	X
Cabinet Maker	4	3	1	0	4	2	0	13	X	X
Carpenter	67	70	19	5	43	11	6	551	251	X
Cook	28	16	6	15	10	3	10	111	63	X
Drafting	0	0	0	0	0	0	0	4	X	X
Electrician (Construction)	48	48	15	11	41	4	1	310	203	X
Electrician (Industrial)	0	3	4	1	2	0	1	8	0	X
Farm Equipment Mechanic	8	3	1	6	0	0	0	32	X	X
Heavy Duty Equipment Mechanic	2	2	2	2	1	0	1	91	18	X
Industrial Instrument Mechanic	0	0	0	0	0	0	0	1	1	X
Industrial Mechanic (Millwright)	0	0	0	0	0	0	3	14	2	X
Lineman	10	10	6	1	7	5	0	72	16	X
Machinist	3	1	0	1	1	1	0	22	6	X
Motor Cycle Mechanic	0	0	0	0	0	0	2	21	X	X
Motor Vehicle Mechanic	53	47	17	13	38	10	5	695	236	62
M.V.M. (Electrical & Fuel)	0	0	0	0	0	0	0	12	X	X
Truck and Transport Mechanic	12	11	5	5	4	1	0	43	12	X
Motor Vehicle Body Repairer	16	18	5	2	7	1	3	136	39	X
M.V.M. (Transmission)	0	0	0	0	0	0	2	4	X	X
Oil Burner Mechanic	4	3	1	1	0	1	1	98	20	X
Painter & Decorator	0	0	0	0	0	0	0	5	1	X
Plumber	37	32	6	5	25	6	3	275	133	53
Radio & T.V. Repairer	0	0	0	0	0	0	0	3	0	X
Refrigeration & Air Conditioning	1	1	1	1	0	0	1	30	3	X
Secretary	0	0	0	0	0	0	0	37	X	X
Service Station Mechanic	11	2	2	10	0	1	22	496	X	X
Sheet Metal Worker	10	9	0	0	3	1	0	36	18	X
Small Equipment Mechanic	0	0	0	0	0	0	0	2	X	X
Engine Fitter	0	0	0	0	0	0	0	1	X	X
Steamfitter/Pipefitter	0	0	0	0	0	0	3	42	11	X
Welder	30	25	7	9	16	4	3	86	34	X
Sprinkler Fitter	0	1	1	0	1	0	0	0	0	X
TOTALS	**347**	**309**	**102**	**88**	**206**	**52**	**69**	**3300**	**1105**	**115**

X - Not available in this trade

Canadian Jobs Strategy

Canadian Jobs Strategy proposals received by the Section for comment were as follows:

Program Stream	Number
Skill Investment	96
Skill Shortages	40
Job Development (Individualized)	6
TOTAL	142

Under the Private Trade Schools Act, ten schools were registered, three were granted an exemption under the Act, and 45 requests for information were processed.

Apprenticeship Training Officers made 2,260 visits to apprentices and their supervisors on job sites.

RESEARCH AND ANALYTICAL SERVICES SECTION

The Sections' responsibilities can be divided into seven major areas:

Labour Market Analysis:

The Section analyzes existing labour market data in the Labour Market Bulletin which is distributed to various private and public sector representatives both within and outside the Province. On a monthly basis, an assessment of Statistics Canada's Labour Force Survey results for Prince Edward Island is prepared for the Minister and Deputy Minister's consideration.

Labour Market Forecasting:

The Research and Analytical Services Section has responsibility for liaison with the Federal Canadian Occupational Projection System which provides estimates on labour market supply and demand for the Province and the country. The Province has computer access to the system which provides information, for example, on the projected employment by occupation and post-secondary enrollment levels.

Labour Market Research:

During 1988/89, the Section conducted the Annual Student Follow-Up of the 1987 graduates from UPEI, Holland College post-secondary, full time vocational high school, and Canada Employment and Immigration sponsored courses. The results will be compiled in a report illustrating the graduates' success in obtaining employment. The 1987 report was distributed to junior and senior high school guidance counsellors throughout the Province.

Policy Analysis and Development:

During the 1988/89 year, briefing notes and program proposals were prepared for the consideration of Departmental management.

Through consultation with Department officials, the Department's Computer Application Plan was updated outlining current computer equipment and future requirements.

The Department established the Industry Program Database which incorporates data on various programs and services provided to employers throughout Prince Edward Island by the Department of Industry as well as the PEI Development Agency.

Public Requests for Information:

During 1988/89, the Section responded to approximately 150 public requests for information concerning a wide range of topics such as wage rates by occupation, income levels, employment levels and unemployment rates. There were also a large number of requests received for publications prepared by the Section. The Section is pleased to respond to any public requests for labour market information.

Immigration:

The Section has Provincial responsibility for immigration which involves liaison with the Federal Government on the level of immigration to the Province. As well, the Section is the Provincial liaison for the Federal Business Immigration Program. Staff met with interested immigrants concerning their business immigration plans. Proposals are referred to appropriate Provincial Departments to comment on the viability of the entrepreneur's business plan. During 1988/89, the Section referred a number of various proposals to other departments for their comments. As well, applications have been received under the Investor Category of the Program which is designed to encourage foreign investment in specific projects.

Publications Released:

During the 1988/89 year, the Section prepared the following reports for public distribution:

- Holland College and University of PEI Graduates: Success in Obtaining Employment 1983 - 1987 Graduates,

- The Prince Edward Island Labour Market Bulletin.

The Section also has a listing of all the publications prepared by the Research and Analytical Services Section and a brief description of the contents of each publication.

Copies of any of these publications can be obtained from the Research and Analytical Services Section, PEI Department of Industry, 1st Floor, Sullivan Building or Island Information Services, 11 Kent Street, Charlottetown, PEI.

POLICY AND PLANNING DIVISION

The 1988/89 fiscal year for the Policy and Planning Division can best be characterized as a year of change, both from an organizational and staffing perspective.

The Division acts as a resource agent for the Department and the Prince Edward Island Development Agency. In addition to this, the Division is responsible for policy coordination and development, data collection, analysis and dissemination, science and technology, monitoring Georgetown Shipyard Incorporated, and administering the Business Immigration Program.

Specific responsibilities for the Division include:

1. develop operational plans
2. develop and implement computer application plan
3. develop strategic overview for the Department
4. science and technology
5. represent the Department on various interdepartmental and intergovernmental committees
6. administer the Business Immigration Program
7. monitor Georgetown Shipyard Inc.
8. prepare statistical reports including labour statistics.

A major reorganization of the Division occurred during the latter part of the 1988/89 year. As a result of this, the Division now has a staff complement of six: Director of Policy and Planning; Manager, Policy Analysis and Planning; Manager, Science and Technology; Manager, Research Evaluation and Technical Services; Research and Evaluation Analyst; and a Secretary. Of the six positions, two already existed within the Division, two were reassigned from another Division, and two were created.

SMALL BUSINESS DEVELOPMENT DIVISION

A major objective of the Small Business Development Division is to encourage and assist in establishing or expanding successful small business throughout the Province.

The Division, in addition to the Director and administrative support staff is composed of two operating sections. The Small Business Program Section is primarily involved in the management of program delivery on a Provincial basis, while the Small Business Development Services Section is responsible for regional promotion and co-ordination of programs and delivery of the Small Business Counselling Service. Small Business Development officers are located in Eastern Kings, Southern Kings and Queens, East Prince and West Prince. As well, the Regional Co-ordinator in the Evangeline Region fulfills this function in that area.

The primary responsibilities of the Division include:

- The promotion and encouragement of new investment in businesses appropriate to the Island environment;

- The provision of consulting and advisory services to the small business sector;

- Administration of financial programs and services to the small business sector;

- Assistance to applicants in preparing the required supporting documentation with respect to applications for industrial assistance under various Federal/ Provincial assistance programs;

- Liaison with the Island business community, Area Industrial Commissions, Chamber of Commerce, local industry groups, educational institutions and municipal governments;

- Provision to the public of up-to-date information on all Federal and Provincial Industrial programs;

- Provide services to business and economic development groups with the Community Economic Development Division of the Department, and other Government agencies through the Regional Services Centres.

The following programs and services are provided by the Small Business Development Division of the Department of Industry.

Business Development Program Support

The primary objective of this Program is to provide financial, professional and technical support to Island businesses in identifying and pursuing business opportuniuties.
In addition to the service provided by staff of the Small Business Development Division, financial assistance ($7,275.00) was provided to Island firms during the year in the contracting of services of professional accountants to prepare financial projections for inclusion with applications to access financial assistance available through various Federal and/or Provincial government programs, as well as tieing in with a National Small Business Data Base through the Department of Regional Industrial Expansion.

Small Business Counselling Service

During the past year, the Division provided an information and counselling service to many potential and existing Island businesses (see Table 4).

This assistance related primarily to assisting potential entrepreneurs to determine initial feasibility, business plan preparation and assistance with applications and accessing programs and services of the Department and other Provincial and Federal agencies. This service is available to all forms of businesses in each Region of the Province. In excess of 6,000 business consultants were provided, and assistance was provided in preparing 202 business plans.

Economic Project Development

Staff of the Division participated with many business and community organizations in promoting an improved economic development climate throughout the Province. Division staff participated directly in the preparation of 85 such projects, and attended 460 meetings with such groups (see Table 4). The Small Business Development officers also co-operate with the Department of Tourism and Parks in providing service to tourism businesses and associations throughout the Province.

Management and Entrepreneurial Development Program (ERDA)

The primary objective of this new program is through management development courses, to improve and stimulate the management capabilities of employees, owners and managers of Prince Edward Island business firms and thereby improve the efficiency, effectiveness, and profitability of these businesses.

As well, the Program is intended to provide financial assistance to educational institutions as well as private industry associations and business groups to develop and host a wide range of management courses, seminars and workshops designed to upgrade the management skills of Island business people.

Fifty-three (53) applications were accepted and evaluated. A total of forty-seven (47) private sector applicants and/or associations were approved. The total amount of funds commited was $128,143.81 with $81,136.84 being spent before fiscal year end. Of the forty-seven (47) approvals given eleven (11) were outstanding and ongoing at year's end. This is a very encouraging result considering the Program was not advertised and the joint Federal/Provincial Subsidiary Agreement on Industrial Development application forms were not available until early in calendar 1989.

Business Education Linkage/Student Policy Projects (ERDA)

This Program provides a reference library of potential business opportunities. In 1988, 20 new feasibility studies were prepared by fourth year/graduating students in Business Administration at the University of Prince Edward Island. These projects research and assess the financial feasibility of new business opportunities. The studies have proven to be a valuable reference source of investment opportunities to the Province in addition to providing beneficial experience for the students.

Since the inception of this Program in 1973, 320 policy projects have been researched and are on file in the Department of Industry. These studies are available for review by potential investors.

It is estimated that approximately 35 new Island businesses have been created as a result of these studies and/or can be traced to these studies.

Graduates-In-Business

The objective of the Graduates-In-Business Program is to accelerate the identification and start-up of new small businesses owned or operated by young Island graduates.

Since the inception of the Program in 1985 there have been 21 applications, and as a result, a total of six (6) new businesses have been established, creating full-time employment for six (6) graduates and an additional 17 jobs in these new businesses.

Student-In-Industry

In the summer of 1988, the Department of Industry in co-operation with the University of Prince Edward Island School of Business Administration assisted 20 Island firms under the Student-In-Industry Program. These 20 firms were assisted to a maximum of $1,400. each to hire university students during the summer months. The firms involved in this Program are encouraged /required to undertake development/business projects which they would normally not carry out without some financial assistance.

Students involved in this Program gain a valuable work experience while applying skills attained during the previous two-three years of university studies. Students involved in this Program were able to earn up to $4,356. during the summer months thus assisting in the expense of attending university during 1988/89.

Small Business Research Program

The primary objective of this Program is to identify small business opportunities for Island business and potential investors, thereby strengthening our economic base and creating additional employment opportunities for Prince Edward Island residents.

By the terms of this Program, applicants are required to submit a general outline of the "opportunity" which they would like to have researched. The Department of Industry may then cost share with the applicant the cost to engage a consultant(s) to undertake a detailed feasibility study. The Department of Industry can finance up to 75% of the cost of the study ($10,000. maximum) with the applicant financing the balance.

In the 1988/89 year, one major study which was initiated in 1987/88 was concluded; eleven (11) studies were contracted out in the year and were completed; while six (6) are still ongoing.

In the period, financial assistance was extended to several applicants to engage consultants to carry out detailed feasibility studies to identify new opportunities. Several of the applicants, as a result of the studies carried out are planning new businesses, and six (6) intend to expand their present facilities. Examples of feasibility studies completed during the year include:

- A study to examine the feasibility of a local manufacturer which is presently renting space to build its own structure;

- A study to test the feasibility of expanding a foundry business;

- A study to investigate expanding an industrial pattern making operation;

- A study to prove the viability of an independent soil engineering testing laboratory for construction purposes;

- A study to determine the feasibility to manufacture a new prototype invalid care mechanism.

Industrial Services

The objective of this Program is to strengthen/improve the profitability of existing industries through the upgrading of production capabilities while ensuring maximum levels of employment are maintained.

The costs associated with engaging consultants and industry specialists normally are cost-shared with the applicant on a negotiated basis.

All manufacturers and processors, as well as certain Government agencies, industrial boards, and other organizations are eligible to apply for assistance under this Program, except those studies that are eligible under the Action programs of the Atlantic Canada Opportunities Agency.

Under the terms of the Program, applicants must submit a written request for assistance. Requests are assessed on an individual basis and costs paid on a cost-shared basis.

During 1988-89 assistance was provided to one (1) interest group, three (3) agencies were assisted with actual commited dollars amounting to $7,275.25.

Assistance was provided to Power Conversion, Acadian Land Claim and the Small Business Database.

Small Business Enhancement Program (ERDA)

The Small Business Enhancement Program (formally Small Business Incentives) now in its fifth year of existence, continues to encourage and accelerate desirable development within the manufacturing, processing and service industry sectors of the Provincial economy.

Conditional contributions of up to $30,000. are available for the creation of a new operation or for the expansion of an existing operation. Assistance to a maximum of $30,000. is available for the modernization of an existing operation provided it will substantially improve working conditions and/or productivity.

This Program is jointly funded by the Canada/P.E.I. Subsidiary Agreement on Industrial Development, and has a budget for the 1988/89 fiscal year of $900,000.00.

An increased contribution from November of 1988 from $20,000. to $30,000. has resulted in greater activity, and should result in more long-term job opportunities.

During the period April 1, 1988 to March 31, 1989, a total of 87 applications were approved resulting in a projected capital expansion of $2,473.694. in the Provincial economy.

In the fiscal year 1988/89 the Small Business Enhancement Program assisted in the creation of 135 new jobs. Total assistance approved by the Program was $1,076,202.48, representing $7,972 for each additional job created.

Some of the new products and services created include:

Strawberry tissue culture,
Tow truck components fabrication,
Egg roll manufacturing,
Agriculture Sector - egg grading and packaging,
Fashion clothing manufacturing,
Commercial Sector manufacturing,
Mussel processing,
Fisheries Sector - vacuum fish unloader,
Pasta manufacturing,
Forestry Sector - logging equipment,
Chocolate bar manufacturing,
Reseource Sector - welding machinery.

During the period 1988/89, sixty-four (64) of the prior years approved cases for first performance reviews, and sixty-two (62) final performance reviews were granted. It is expected that 1989/90 will see equal activity in this area with as many firms approaching their first and second performance review anniversary dates.

Table 5 illustrates the results of activity from April 1, 1988 to March 31, 1989. Table 6 illustrates the results of the Small Business Enhancement Program since May 25, 1984.

Youth Business Start Program

The objective of this Program is to encourage the development of entrepreneurial skills of young Islanders and to create additional employment opportunities for Island youth by assisting them in establishing their own small business.

To meet these objectives, the Program provides applicants with loan guarantees up to to $5,000 interest free for the first year.

In 1988/89, 23 applications were received and fifteen (15) proposals were approved. Total loans were valued at $47,000. As a result of this year's Program, thirty (30) new jobs have been created for Island youth.

Power Conversion - Provincial

The objective of this Program is to extend three-phase power to those manufacturing and/or processing operations who are restrained in their activities as a direct result of insufficient power being available. Assistance is also available to assist in establishing new manufacturing or processing operations in locations where three-phase power is required but not available. Assistance is provided in the form of either:

(a) installation of three-phase power lines; or

(b) acquisition of generating equipment, whichever is the most cost effective.

In 1988/89 the Province paid out a carry-over committment for fiscal year 1987/88 of $2,452. on the Howard's Cove Seafood Project. The Power Conversion Program as of this fiscal year became a cost-shared Program under the Canada/P.E.I. Subsidiary Agreement on Industrial Development (see Industrial Infrastructure Support Program for activities for this fiscal year for Power Conversion).

TABLE 4

SMALL BUSINESS COUNSELLING SERVICE
SMALL BUSINESS DEVELOPMENT DIVISION
ACTIVITY REPORT
APRIL 1, 1988 - MARCH 31, 1989

	East Kings	S. Kings & Queens	Central	East Prince	Evange-line	West Prince	Total
Business Consultants Made	300	464	4125	728	97	302	6016
Venture Plans Prepared with clients	60	22	51	38	13	18	202
Business Establishment visits made	80	245	382	71	16	115	909
Project undertaken	6	12	10	8	40	9	85
Meetings Attended for various Business Development Groups	57	99	38	18	181	67	460

The list below provides an indication of special projects staff were involved with at the communuity level across the Province.

Eastern Kings

1. North Lake Fisherman's Co-op
2. Spry Point Ark Tourism Project
3. Goose River Blueberry Co-operative
4. Village of St. Peters - taking over Provincial Park and new swimming pool

Southern Kings and Queen

1. Trade show
2. Incubator Mall
3. Tourist Associations
4. Montague Waterfront Development Plan
5. Cardigan Development Strategy

East Prince

1. Summerside Waterfront Development Corporation-Miscouche Bog
2. Lucy Maud Montgomery School Restoration
3. Trade Show
4. Town of Summerside
5. Education Management Seminars for Small Business with Chambers of Commerce

West Prince

1 Trade Show
2. Tourist Promotion Seminars
3. Rodd's Mill River Expansion Project

Central

1. Starting a Small Business Guide
2. Women in Business
3. Update Progress Guide
4. Small Business Profiles
5. Champlain Institute

Evangeline

1. Seniors Home Repair Project

Technology Development and Acquisition

The Technology Development and Acquisition Program is funded jointly under the Canada/P.E.I. Subsidiary Agreement on Industrial Development. The Program is jointly managed and delivered.

The purpose of this Program is to assist local manufacturers, processors, and selected commercial industries to seek out, identify, acquire and adopt new technologies which will improve productivity and enhance competitiveness.

As a result of the late implementation of the Sub-Agreement only two (2) applications were approved with actual committed dollars amounting to $6,7923.00.

During the period April 1, 1988 to March 31, 1989 a total of 29 applications were received under the Program. Of this total, nineteen (19) were approved. The total amount of funds committed was $989,842. with $348,564. being disbursed before fiscal year end.

Of the nineteen (19) applications approved, fifteen (15) were for new technological equipment, i.e., CAD/CAM, computerized typesetting, computerized climate control system for a horticulture operation, and four (4) were for Research and Development, i.e., modified atmosphere packaging, processing hydrocollid gums.

The interest that has been shown by industry this fiscal year is a clear indication of the interest that Island firms have in adopting new technology in their businesses.

TABLE 5

SMALL BUSINESS ENHANCEMENT PROGRAM
April 01, 1988 to March 31,1989

COUNTY	NO. OF LOANS APPROVED	MANUFATURING & PROCESSING NEW	MODERNIZATION	EXP.	SERVICE SECTOR NEW	EXP.	PROJECTED NEW JOBS	AMOUNT	AVERAGE COST/JOB	AVERAGE LOAN
Kings	19	2	-	8	3	6	36.00	$211,031	$5,862	$11,107
Queens	35	9	-	23	0	3	36.00	407,944	11,332	11,656
Prince	33	7	-	20	1	5	63.00	457,227	7,258	13,825
	87	18	-	51	4	14	135.0	$1,076,202	$7,972	$12,370

TABLE 6

SMALL BUSINESS ENHANCEMENT PROGRAM
May 25, 1984 - March 31, 1989

COUNTY	NO. OF LOANS APPROVED	MANUFATURING & PROCESSING NEW	MODERNIZATION	EXP.	SERVICE SECTOR NEW	EXP.	PROJECTED NEW JOBS	AMOUNT	AVERAGE COST/JOB	AVERAGE LOAN
Kings	67	11	0	34	8	14	160.5	$ 768,653	$4,789	$11,472
Queens	151	38	1	64	8	20	271.9	1,719,848	6,325	11,390
Prince	102	28	0	46	8	20	212.6	1,199,794	5,643	11,763
	320	77	1	104	24	54	645.0	3,688,295	5,718	11,526

INDUSTRIAL DEVELOPMENT SUB-AGREEMENT (ERDA)

In April of 1987 Canada and Prince Edward Island signed a five year 23.3 million dollar Industrial Development Sub-Agreement. The primary objectives of this Agreement are to improve the climate for Industrial development, expand and diversify the Island economy, increase the level of productivity and innovation in local firms, assist the development of small business, and provide assistance to develop and upgrade industrial infrastructure support systems.

To achieve the objectives of the Agreement four (4) comprehensive programs have been developed: (1) Strategic Development Programs; (2) Productivity, Innovation and Technology Advancement Program; (3) Small Business Enhancement Program (see specific programs outlined in the Small Business Development Division); and (4) Infrastructure Support Program.

This fiscal year all programs under the Industrial Development Sub-Agreement were fully implemented, and a very positive response has been shown in several programs. It is anticipated that next fiscal year will see an increase in activities in each of the Programs.

Strategic Development Program

The Strategic Development Program contains four major elements: Opportunity Development and Support, Investment Promotion, Strategic Opportunities, and Public Information and Evaluation.

The primary objective of the Strategic Development Program is to provide assistance to significant strategic investment opportunities which have the potential to accelerate industrial or technological advancement, add to diversification and create significant new long-term employment opportunities.

During the period April 1, 1988 to March 31, 1989, $3,417,000 was spent on several projects under Opportunities Development and Support. Two business opportunities studies were approved - Miscouche Peat Bog and Central Bedeque Business Committee (Cobi Food Plant). Under the Strategic Opportunities Program assistance was provided to the Canada Winter Games Facilities and the remaining balance of the subsidy for the Usen Vessel Project was paid to Georgetown Shipyard Inc. Under Public Information and Evaluation, promotional material on the Sub-Agreement was developed and presented for public use.

Technology Promotion

The objective of this Program is to promote a greater awareness and understanding of new technologies and the contribution they can make to the competitiveness of Island firms.

To meet the Program objectives, the Department of Industry will provide assistance to mount demonstration projects, development of targeted management courses to deal with the management of new technologies, development of media programs dealing with technology adoption within Island firms, and development of an information utility on new technologies to be accessed by Island firms.

During the period April 1, 1988 to March 31, 1989, the Department of Industry's total expenditure for this Program was $4,250. Several advertisements were placed in publication promoting new technologies that were introduced into several Island firms.

A professional communications firm was engaged to provide recommendation on ways and means of how the Communications Committee of the Industrial Development Agreement could develop a media program to promote technology. The Committee hopes to implement a number of recommendations during the 1988/90 fiscal year.

Industrial Infrastructure Support Program

The Industrial Infrastructure Support Program is funded jointly under the Canada/P.E.I. Subsidiary Agreement on Industrial Development. The objective of this Program is to provide assistance to new and expanding firms to undertake capital cost projects which involves wastes treatment, water supply and power conversion, also assistance is available for studies related to economic/business development opportunities in the less developed regions of the Province.

This Program is jointly funded, managed and delivered.

During the period April 1, 1988 to March 31, 1989, a total of twenty-three (23) applications were received under the Program. Of this total twenty-one (21) were approved. The total amount of funds commited was $412,495 with $373,064 being disbursed before fiscal year end.

Of the twenty-one (21) applications approved, fourteen (14) were for studies. Ten (10) were for exploratory well drilling for Acquaculture development, two (2) for wastewater treatment, and (2) for three-phase power. Seven (7) capital projects were approved. Of this total six (6) were for three-phase power, and one (1) was for the expansion of an industrial water supply system for a large acquaculture farm.

APPENDIX "A"

DEPARTMENT OF INDUSTRY

DEPARTMENT MANAGEMENT

	EXPENDITURES $	$	$	ESTIMATES $	$
ADMINISTRATION					
Administration	43,036			41,300	
Equipment	21,715			19,000	
Materials & Supplies	3,338			4,000	
Professional and Contract Services	16,800			22,000	
Salaries	383,047			334,900	
Travel & Training	31,637			26,500	
Grants -UPEI Office of Res. & Development	45,000			45,000	
			544,573		492,700
POLICY AND PLANNING					
Administration					
Administration	124			400	
Materials & Supplies	384			500	
Salaries	56,353			100,600	
Travel & Training	5,133			5,900	
		61,994		107,400	
SCIENCE & TECHNOLOGY					
Administration	2,768			3,000	
Equipment	1,357			3,000	
Materials & Supplies	1,458			5,000	
Professional and Contract Services	8,254				
Salaries	855			83,600	
Travel & Training	2,481			7,000	
Grants -Industry Incentive	3,833				
		21,006		101,600	
			83,000		209,000
SMALL BUSINESS DEVELOPMENT					
ADMINISTRATION					
Administration	3,266			3,300	
Materials & Supplies	4,431			5,800	
Salaries	80,683			79,800	
Travel & Training	5,021			3,400	
		93,401		92,300	
PROGRAM ADMINISTRATION					
Administration	1,795			1,900	
Materials & Supplies	2,365			6,000	
Salaries	126,513			137,500	
Travel & Training	5,809			8,100	
		136,482		153,500	

APPENDIX "A"

DEPARTMENT OF INDUSTRY

SMALL BUSINESS DEVELOPMENT

	EXPENDITURES $	$	ESTIMATES $	$
BUSINESS SUPPORT				
Material & Supplies	12,225		7,900	
Professional and Contract Services	7,275		24,700	
Grants -Small Bus. Research	52,945		150,000	
		72,445		182,600
ENTREPRENEURIAL DEVELOPMENT				
Grants -PEI Grads-in-Business	20,750		36,000	
-Industry Incentives	123,144		268,400	
		143,894		304,400
STRATEGIC DEVELOPMENT				
Professional and Contract Services	52,660			
Salaries	9,935			
Travel & Training	281			
Grants -Industry Incentives	3,402,800		898,400	
		3,465,676		898,400
SMALL BUSINESS FINANCE				
Salaries	5,907		8,400	
Travel & Training	2,353		3,700	
Grants -Small Business Incentive Program	943,103		900,000	
		951,363		912,100
INDUSTRIAL INFRA-STRUCTURE SUPPORT				
Professional & Contract Services	7,270		100,000	
Grants -Infrastructure Support	293,004		1,600,000	
-Power Conversion	2,452		49,200	
-Industry Incentives	74,268			
		376,994		1,749,200
INDUSTRY INCENTIVES				
Grants -Industry Incentive		2,600,000		2,600,000
Prod. Innov & Tech.Adv Grants -Industry Incentives		351,257		350,000

APPENDIX "A"

DEPARTMENT OF INDUSTRY

SMALL BUSINESS DEVELOPMENT

	EXPENDITURES $	$	$	ESTIMATES $	$
SMALL BUSINESS DEVELOPMENT SERVICE					
Salaries	199,010			228,700	
Travel & Training	15,971			14,000	
Grants					
-Industry Incentives	41,537			43,800	
		256,518		286,500	
			8,448,030		7,529,000
COMMUNITY ECONOMIC DEVELOPMENT					
CENTRAL ADMINISTRATION					
Administration	863			500	
Materials & Supplies	567			600	
Professional and Contract Services	7,502			15,000	
Salaries	160,746			158,100	
Travel & Training	10,000			8,500	
Grants					
-Community Advisory Bd	36,985			58,000	
-Area Ind. Commissions	187,308			206,900	
-Industry Incentives	79,260			70,000	
		483,231		517,600	
EAST PRINCE REGIONAL SERVICES CENTRE					
Administration	48,350			49,400	
Equipment	4,256				
Materials & Supplies	11,745			10,800	
Salaries	117,094			102,500	
Travel & Training	5,536			4,900	
		186,981		167,600	
EASTERN KINGS REGIONAL SERVICES CENTRE					
Administration	53,775			60,600	
Materials & Supplies	12,087			12,400	
Salaries	111,697			111,600	
Travel & Training	4,501			5,100	
Grants					
-Com. Advisory Bd.	10,347			1,900	
		192,407		191,600	

APPENDIX "A"

DEPARTMENT OF INDUSTRY

COMMUNITY ECONOMIC DEVELOPMENT

	EXPENDITURES $	$	ESTIMATES $	$
WEST PRINCE REGIONAL SERVICES CENTRE				
Administration	84,989		86,600	
Materials & Supplies	15,427		15,600	
Salaries	124,116		115,200	
Travel & Training	5,175		5,000	
Grants				
-Com. Advisory Bd.	12,065		2,800	
SOUTHERN KINGS/QUEENS REGIONAL SERVICES CTR				
Administration	60,701		57,600	
Materials & Supplies	9,709		11,300	
Salaries	125,891		123,900	
Travel & Training	4,040		3,200	
Grants				
-Com. Advisory Bd.	7,227		1,900	
		207,568		197,900
EVANGELINE REGIONAL SERVICES CENTRE				
Administration	10,718		8,600	
Equipment	1,244			
Materials & Supplies	1,854		4,000	
Salaries	56,086		61,100	
Travel & Training	3,194		2,500	
Grants				
-Com. Advisory Bd.	7,976		800	
		91,072		77,000
FRENCH SECRETARIATE				
Administration	1,168			
Equipment	11,496			
Materials & Supplies	988			
Professional and Contract Services	21,605			
Salaries	34,838			
Travel & Training	3,185			
		73,280		
CO-OP ORGANIZATION SUPPORT				
Administration	317		2,000	
Materials & Supplies	526		3,000	
Professional and Contract Services	700		15,000	
Travel & Training	3,898			
Grants				
-Industry Incentives	51,357		40,000	
		56,798		60,000

APPENDIX "A"

DEPARTMENT OF INDUSTRY

	EXPENDITURES $	$	$	ESTIMATES $	$
COMMUNITY ECONOMIC DEVELOPMENT					
ACADIAN COMMUNITIES ADVISORY COMMITTEE					
Administration				1,000	
Materials & Supplies				1,400	
Salaries	5,914			6,100	
Travel & Training				3,100	
Grants					
-Industry Incentives	12,643				
		18,557		11,600	
COMMUNITY ECONOMIC DEVELOP SUPPORT/FUND					
Grants					
-Com. Econ.Dev.Fund	71,128			100,000	
-Industry Incentives	917,000			600,000	
		988,128		700,000	
			2,539,794		2,148,500
HUMAN RESOURCE DEVELOPMENT					
ADMINISTRATION					
Administration	842			1,000	
Materials & Supplies	605			800	
Salaries	119,296			118,500	
Travel & Training	6,251			10,200	
		126,994		130,500	
EMPLOYMENT DEVELOPMENT ADMINISTRATION					
Administration	1,404			1,500	
Materials & Supplies	3,145			12,500	
Professional and Contract Services	6,450				
Salaries	88,874			59,100	
Travel & Training	6,414			3,600	
		106,287		76,700	
JOBS FOR YOUTH					
Salaries	291,401			195,000	
Grants					
-Junior Achievement	3,000			5,000	
-Loan Guarantee Write Off	10,539				
-Work for Youth Private Sector	245,318			350,000	
-Youth Bus. Start	1,390			10,000	
-Work for Youth Non-Profit Sector	365,928			350,000	
		917,576		910,000	

APPENDIX "A"

DEPARTMENT OF INDUSTRY

COMMUNITY ECONOMIC DEVELOPMENT

	EXPENDITURES $	$	$	ESTIMATES $	$
ADULT & CONTINUING EDUCATION					
Administration	2,573			2,700	
Materials & Supplies	740			2,400	
Salaries	42,182			69,100	
Travel & Training	3,684			6,000	
Grants					
-Manpower Training	2,628,403			2,589,600	
-Adult Night Classes	114,700			114,800	
		2,792,282		2,784,600	
RESEARCH AND ANALYTICAL SERVICES					
Administration	1,603			1,800	
Materials & Supplies	914			1,000	
Salaries	76,617			84,600	
Travel & Training	767			2,600	
		79,901		90,000	
APPRENTICESHIP					
Administration	2,792			6,400	
Materials & Supplies	4,171			8,300	
Professional and Contract Services	19,773			14,000	
Salaries	232,290			241,200	
Travel & Training	16,193			15,700	
Grants					
-Apprenticeship Training Allow.	1,550			1,800	
		276,769		287,400	
			4,299,809		4,279,200
TOTAL DEPARTMENT OF INDUSTRY			$15,915,206		$14,658,400

APPENDIX "A"

DEPARTMENT OF INDUSTRY

	REVENUE $	$	$	ESTIMATES $	$
DEPARTMENT MANAGEMENT					
FEDERAL					
-French Language Training			492		
POLICY AND PLANNING					
Federal					
-Miscellaneous			248,311		
SMALL BUSINESS DEVELOPMENT					
ADMINISTRATION					
Federal					
-Miscellaneous		6,225			
ENTREPRENEURIAL DEV.					
Federal					
-Econ.Reg.Dev.Agree.	62,745			149,800	
Fees and Services					
-Miscellaneous	6				
		62,751		149,800	
STRATEGIC DEVELOP.					
Federal					
-Econ.Reg.Dev.Agree.		1,354,184		245,000	
SMALL BUS. FINANCE					
Federal					
-Econ.Reg.Dev.Agree.	666,319			630,000	
Sales					
-Recoveries-Forgivable Loans	21,543			4,000	
-Miscellaneous	163				
		688,025		634,000	
INDUSTRIAL INFRA-STRUCTURE SUPPORT					
Federal					
-Econ.Reg.Dev.Agree.	262,179			1,190,000	
Fees and Services					
-Miscellaneous	1				
Sales					
-Miscellaneous	5,000				
		267,180		1,190,000	
INDUSTRY INCENTIVES					
Federal					
-Econ.Reg.Dev.Agree.		1,039,500		1,300,000	
PROD.INNOVATION AND TECH. ADVANCEMENT					
Federal					
-Econ.Reg.Dev.Agree.		245,880		98,000	
			3,663,745		3,616,800

APPENDIX "A"

DEPARTMENT OF INDUSTRY

	REVENUE $	$	ESTIMATES $	$
COMMUNITY ECONOMIC DEVELOPMENT				
CENTRAL ADMINISTRATION				
Federal				
-French Language Tr.	7,500			
-Econ.Reg.Dev.Agree.	120,126		134,400	
		127,626		134,400
EAST PRINCE REGIONAL SERVICES CENTRE				
Federal				
-French Lang. Train.	12,679			
Sales				
-Miscellaneous	1,564		1,300	
		14,243		1,300
EASTERN KINGS REG. SERVICES CENTRE				
Sales				
-Miscellaneous		4,590		2,900
WEST PRINCE REGIONAL SERVICES CENTRE				
Sales				
-Miscellaneous		18,350		16,400
SOUTHERN KINGS/QUEENS REG.SERVICES CENTRE				
Licenses and Permits				
-Provincial Lotteries	5			
Sales				
-Miscellaneous	1,515		1,800	
		1,520		1,800
EVANGELINE REGIONAL SERVICES CENTRE				
Federal				
-French Lang. Train.	51,215			
-Miscellaneous	4,263		37,900	
Fees and Services				
-Miscellaneous	215			
Sales				
-Miscellaneous	413			
		56,106		37,900
FRENCH SECRETARIATE				
Federal				
-French Lang.Train.		54,753		

APPENDIX "A"

DEPARTMENT OF INDUSTRY

	REVENUES			ESTIMATES	
	$	$	$	$	$
COMMUNITY ECONOMIC DEVELOPMENT					
CO-OP ORGANIZATION SUPPORT					
Fees and Services					
-Miscellaneous	10				
Sales					
-Miscellaneous	60				
		70			
ACADIAN COMMUNITIES ADVISORY COMMITTEE					
Federal					
-French Lang.Train.		13,917			
COMMUNITY ECONOMIC DEVELOP. SUPPORT/FUND					
Federal					
-French Lang.Train.		267,000			
			558,175		194,700
HUMAN RESOURCE DEVELOPMENT					
JOBS FOR YOUTH					
Fees and Services					
-Miscellaneous	4,984			700	
Investment					
-Miscellaneous	2,655				
		7,639		700	
Sales					
-Miscellaneous		891			
		8,530		700	
ADULT & CONTINUING EDUCATION					
Federal					
-Canada Manpower	2,894,924			2,833,600	
-Miscellaneous	1,888			4,000	
		2,896,812		2,837,600	
APPRENTICESHIP					
Fees and Services					
-Miscellaneous		1,650		500	
			2,906,992		2,838,800
TOTAL DEPARTMENT OF INDUSTRY			$7,377,715		$6,650,300